



How Galls Achieved 100% Cash Visibility and Slashed Time Spent on Reporting and Forecasting



Galls, a leading supplier and retailer of public safety equipment and uniforms, had recently acquired 20 companies, grown retail locations from 10 to 80, and set its sights on international expansion. But technological complexity behind the scenes was hindering treasury's ability to support its billion-dollar growth plans.

Kendall Weissmueller, Galls Corporate Controller, wanted an agile treasury management system that would plug into its existing tech stack with minimal effort and bring treasury into alignment with the rest of the finance function. Any new system also needed to be incredibly flexible and provide a highly intuitive user experience.

Weissmueller and his team selected Bottomline's Corporate Cash Management solution. They deployed in no time (even though the pandemic hit in the middle of the implementation).

Results of Implementing Bottomline's Corporate Cash Management

Real-Time Cash Visibility

Through several acquisitions, Galls absorbed multiple legacy bank accounts. Treasury was manually obtaining cash positions from 15 or more different accounts each day, so getting a consolidated view of their cash position was tough. This was especially troublesome during the pandemic, when not having enough liquidity could be a major issue. This lack of visibility changed with Bottomline's cloud-based solution since it could integrate with any bank and bank account. Galls was able to connect Cash Management seamlessly to all their accounts and get a single real-time view of cross-bank balances with the simple click of a button. This enabled Galls to make better, more data-driven decisions.



"We now have a TMS report that produces journal entries for us. We just load it, error-free, and save most of [a] two-day effort. And that is just one report."

*- Kendall Weissmueller,
Galls Corporate Controller*

Treasury Management International (TMI) honored Galls and Bottomline with the 2020 “Best TMS Implementation” award, recognizing Bottomline’s solution as an integral part of Galls’ growth.



Slashed Time Spent on Reporting and Financial Close

Galls’ private-equity stakeholders required detailed consolidated cash positions on a regular basis, as did the operational side of the business. After integrating its home-grown enterprise resource planning (ERP) and other third-party software with the Cash Management solution, Galls found this reporting quick and easy to do. For example, with Cash Management in place, they were able to simply pull up a TMS report that produced journal entries for them. In the past, with daily bank transfers – including many from its zero-balance accounts – Galls had been spending around two days to complete journal entries. With this upgraded workflow, Galls was able to speed up their financial close and reconciliation processes – and get mission critical information to stakeholders.

Improved Forecasting

In the past, forecasting had been a manual, spreadsheet-based process. Once Galls stood up the Cash Management solution, however, they began using the ‘forecasting to actual’ variance tool to save time and get accurate data faster. Impressed by the results, Galls sought out even further efficiencies by using the solution’s built-in automated cash flow modelling. As a result of using Cash Management for forecasting, the company’s Senior Finance Director was able to prepare for the company’s weekly cash forecasting call in half the time. The wider finance and treasury teams were also able to save time and shift focus to more value-added activities.

Want a clearer view of your cash and liquidity like Galls?

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About Bottomline

Bottomline helps businesses transform the way they pay and get paid. A global leader in business payments and cash management, Bottomline’s secure, comprehensive solutions modernize payments for businesses and financial institutions globally. With over 30 years of experience, moving more than \$10 trillion in payments annually, Bottomline is committed to driving impactful results for customers by reimagining business payments and delivering solutions that add to the bottom line. Bottomline is a portfolio company of Thoma Bravo, one of the largest software private equity firms in the world, with more than \$130 billion in assets under management.

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